

Message Text

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PAGE 01 BEIRUT 07759 020907Z

12

ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ADP-00 COME-00 FAA-00 XMB-07

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 OMB-01 RSR-01

/067 W

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R 020750Z JUL 73

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 2972

USINT BAGHDAD

INFO FAA BRUSSELS

AMEMBASSY TEHRAN

C O N F I D E N T I A L BEIRUT 7759

E.O. 11652: GDS

TAGS: ETRN, IZ, XF

SUBJ: REQUIREMENT IF IRAQI AIRWAYS; U.S. TRANSPORT AIRCRAFT
SALES IN THE MIDDLE EAST

REF: BAGHDAD 366; BEIRUT 7435

DEPARTMENT PASS COMMERCE AND EXIMBANK

1. UNITED AIRCRAFT/PRATT & WHITNEY REPRESENTATIVES
DON CONRAD AND PAUL WINEMAN IN LUNCHEON MEETING WITH
RCAA DWOR, JUNE 29, CONFIRMED THAT BOEING PACKAGE OF
THREE BOEING 707-320C'S AND TWO ADVANCED 737-200'S
WITH IRAQI AIRWAYS IS NOW BACK ON TRACK. RICHARD
TAIT, BOEING REGIONAL SALES MANAGER, HANDLING IRAQI ACCOUNT
DEPARTED FOR LONDON LASTE LAST WEEK TO MEET AND ACCOMPANY
IRAQI AIRWAY' DELEGATION HEADED BY DIRECTOR GENERAL, MUHSIN
ABU AL-KAHIL, TO SEATTLE.

2. UNDERSTANDING IS THAT ABU AL-KHAIL HAS FULL AUTHORITY
TO SIGN \$50 MILLION PACKAGE. WE ASSUME THAT IRAQI PLOY
LATE MAY TO SECURE 10 PERCENT DISCOUNT ON PACKAGE HAS BEEN
DROPPED.

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3. IF IRAQI AIRWAYS PACKAGE CONSUMMATED AND IF IRAN
AIR ORDER FOR TWO WIDEBODIED AIRCRAFT EXPECTED JULY
MATERIALIZES, U.S. TRANSPORT AIRCRAFT SALES IN MIDDLE
EAST FOR YEAR 1973 TO DATE WILL REACH FIGURE IN EXCESS
OF \$300 MILLION, A NEW HIGH BY A VERY WIDE MARGIN.
HOUGHTON

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NNNNMAFVVZCZ

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